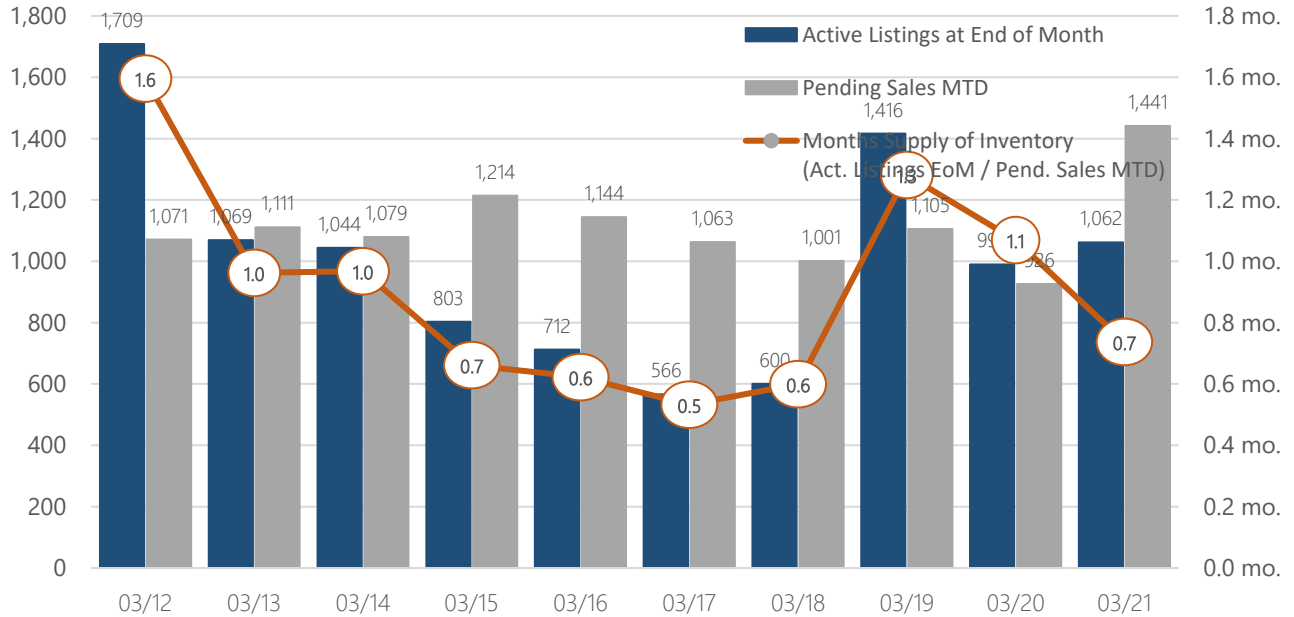
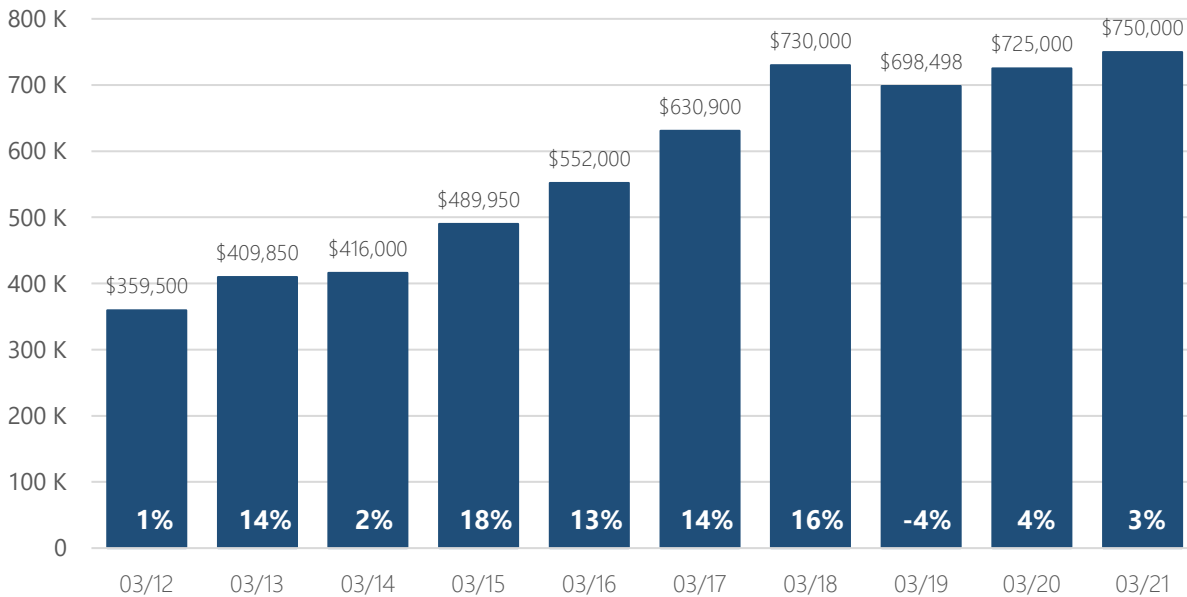


Seattle (All Areas)
RESIDENTIAL & CONDOMINIUM

Active, Pending, & Months Supply of Inventory



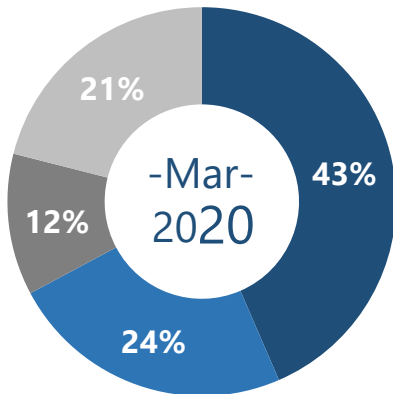
Median Closed Sales Price For Current Month Sold Properties



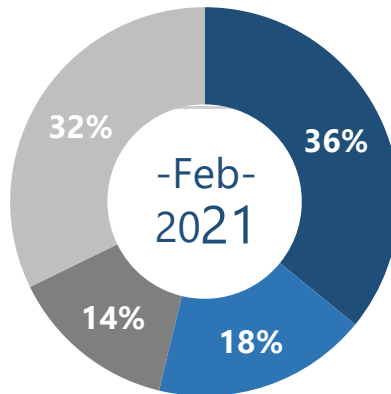
Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

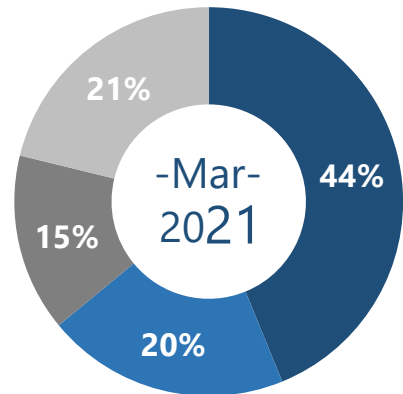
PERCENTAGE OF LISTINGS SOLD ABOVE, AT, BELOW LIST PRICE AND WITH A PRICE CHANGE



SAME MONTH LAST YEAR



LAST MONTH



CURRENT MONTH



SOLD ABOVE LIST PRICE



SOLD AT LIST PRICE



SOLD BELOW LIST PRICE



PRICE CHANGE BEFORE SALE

MARCH 2021

	SOLD ABOVE LIST PRICE	SOLD AT LIST PRICE	SOLD BELOW LIST PRICE	PRICE CHANGE BEFORE SALE
AVERAGE DAYS ON MARKET	6	14	26	94
NUMBER OF SALES IN MONTH	486	224	164	235
MEDIAN DIFFERENCE FROM LIST PRICE	9%	0%	-2%	N/A

Seattle (All Areas)
RESIDENTIAL & CONDOMINIUM

Sales Price to List Price
based on Market Time

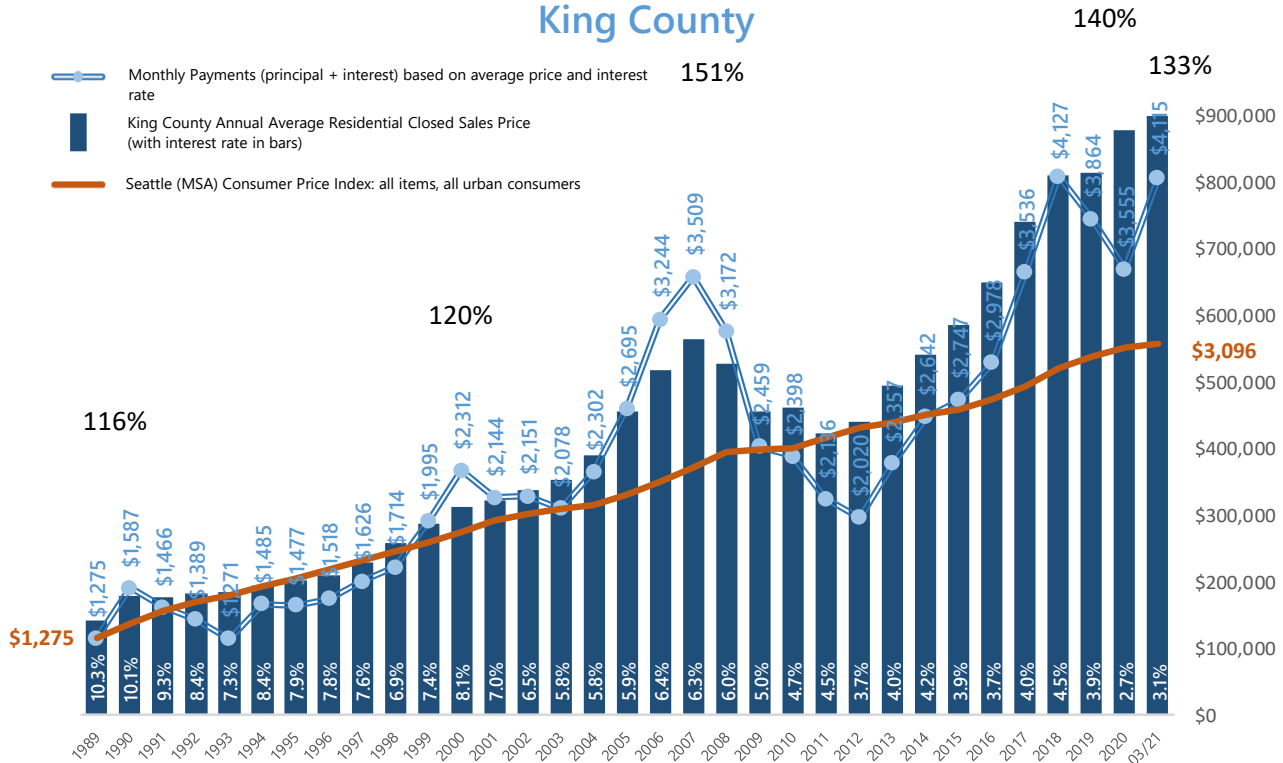
Market Time (DOM)	Median SP to Original LP %	Median SP to Last LP %	Total Units	% of Total
< 15	102.1%	102.1%	765	69.0%
15 - 30	98.8%	99.5%	121	10.9%
31 - 60	98.0%	100.0%	78	7.0%
61 - 90	97.0%	98.7%	43	3.9%
90+	93.8%	98.4%	102	9.2%
Totals			1109	100.0%

The Cost of
Waiting a Year

King County	Median Price	Rate 30-Year-Fixed	P&I Principal & Interest
March, 2021	\$750,000	3.08%	\$3,194
March, 2020	\$725,000	3.45%	\$3,235
	\$25,000	-0.37%	-\$41 Per Month
			-\$491 Per Year

Monthly Payments Compared to Inflation Trendline

King County



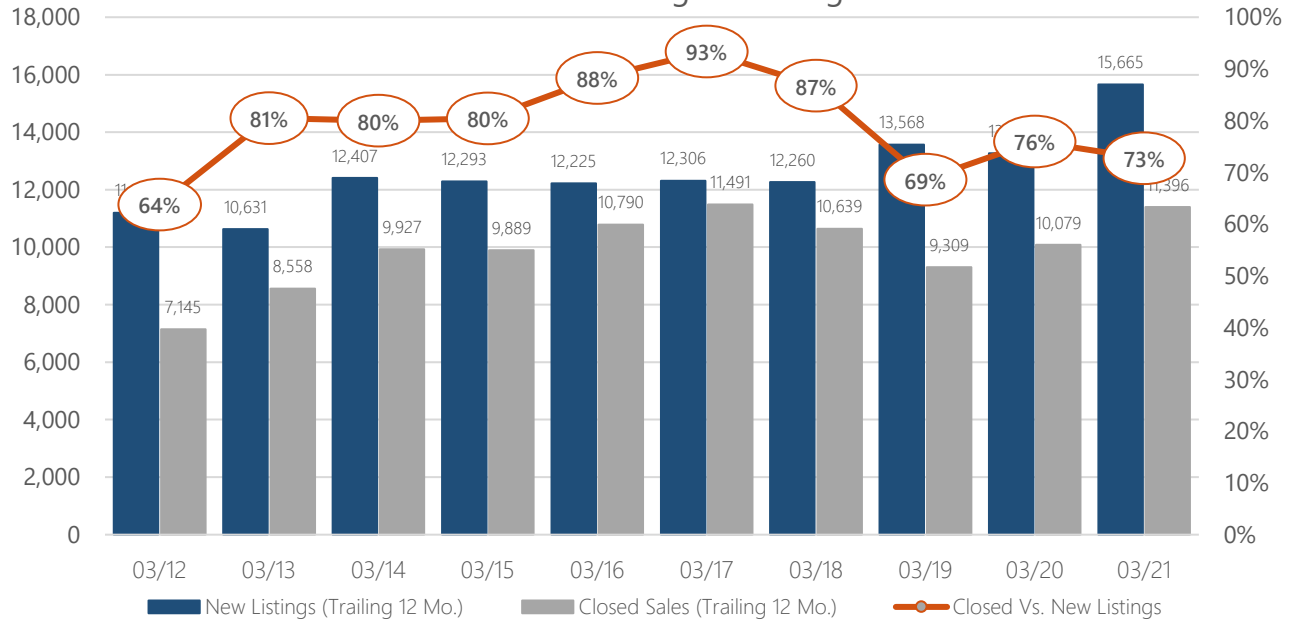
<p>A</p>	<p>Average Residential Closed Sales Price and average interest rate (percentage is on the bottom of blue bars).</p>	<p>Two Factors for Payment</p>
<p>B</p>	<p>Monthly payment based on purchase price and interest rate</p>	<p>Purchaser's Buy Payment</p>
<p>C</p>	<p>Inflation trend line based on Seattle MSA CPI</p>	<p>Payments tend to rise above the inflation line and then return to it</p>
<p>D</p>	<p>Monthly payments divided by inflation trendline</p>	<p>Cycle peaks and current year are shown</p>

Seattle (All Areas)

RESIDENTIAL & CONDOMINIUM

What Are The Odds of Selling?

Closed Sales as a Percentage of Listings Taken



Percentage of Pending Sales that do not Close



Months Supply
of
Inventory
•
**CURRENT
MONTH**
•
KING &
SNOHOMISH
COUNTY
•
RESIDENTIAL &
CONDOMINIUM

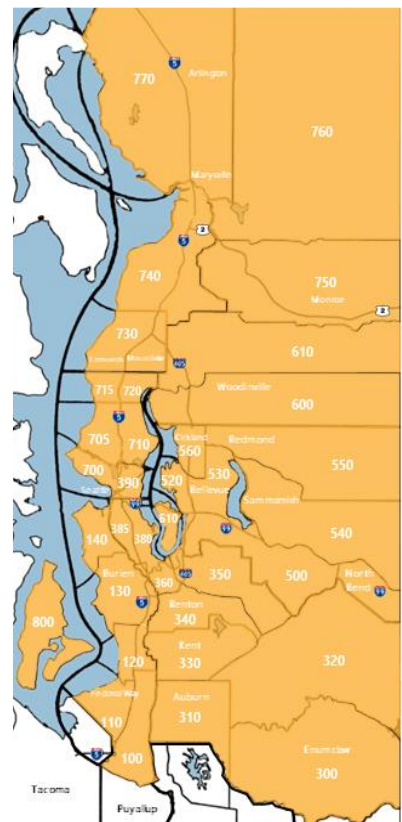
0 - 2	2 - 4	4+
SELLER'S ADVANTAGE	BALANCED ADVANTAGE	BUYER'S ADVANTAGE

Area	Months Inventory			Area	Months Inventory		
	2019	2020	2021		2019	2020	2021
100	1.0	0.5	0.1	530	0.8	0.5	0.3
110	0.6	0.5	0.1	540	1.3	0.9	0.2
120	0.8	0.8	0.3	550	1.2	1.0	0.2
130	1.1	0.7	0.4	560	1.3	1.4	0.5
140	0.9	0.8	0.5	600	1.1	0.8	0.2
300	0.8	1.4	0.4	610	1.1	0.7	0.2
310	0.9	0.8	0.1	700	1.5	1.6	0.9
320	1.1	0.7	0.3	701	3.4	3.7	2.0
330	0.8	0.7	0.2	705	1.0	0.7	0.5
340	1.0	0.7	0.2	710	1.2	0.7	0.5
350	1.5	1.0	0.2	715	1.6	1.2	0.2
360	1.1	0.8	0.3	720	1.2	0.7	0.3
380	1.0	1.1	0.6	730	0.7	0.7	0.2
385	1.1	0.9	0.7	740	0.8	0.7	0.1
390	1.7	1.6	1.0	750	1.0	0.8	0.2
500	1.2	1.1	0.3	760	0.9	0.8	0.3
510	3.1	1.5	0.6	770	0.7	0.7	0.2
520	1.6	2.3	0.7	800	1.7	1.9	0.9

2 YEARS AGO

1 YEAR AGO

CURRENT YEAR



Created by Windermere Real Estate/East Inc. using NWMLS data. Months Supply of Inventory is active inventory on the last day of the month divided by the number of properties that went pending, signed agreement between buyers and sellers, during the month.

Seattle (All Areas) Statistics To Know

Residential

	March, 2021	March, 2020	Difference	% Change
Months Supply of Inventory	0.5	0.8	-0.4	-44%
Active Listings at End of Month	498	613	-115	-19%
Pending Sales MTD	1,046	723	323	45%
Pending Sales (Trailing 12 Months)	10,295	8,803	1,492	17%
Closed Sales MTD	831	608	223	37%
Closed Sales (Trailing 12 Months)	8,923	7,627	1,296	17%
Closed Sales Price (Median)	\$825,000	\$790,000	\$35,000	4%
30-Year-Fixed-Rate Mortgage Rate	3.1%	3.5%	-0.4%	-11%
Monthly Payments (P&I)	\$3,514	\$3,525	-\$12	0%

Condominium

	March, 2021	March, 2020	Difference	% Change
Months Supply of Inventory	1.4	1.9	-0.4	-23%
Active Listings at End of Month	564	377	187	50%
Pending Sales MTD	395	203	192	95%
Pending Sales (Trailing 12 Months)	3,078	2,793	285	10%
Closed Sales MTD	284	227	57	25%
Closed Sales (Trailing 12 Months)	2,473	2,452	21	1%
Closed Sales Price (Median)	\$495,000	\$485,000	\$10,000	2%
30-Year-Fixed-Rate Mortgage Rate	3.1%	3.5%	-0.4%	-11%
Monthly Payments (P&I)	\$2,108	\$2,164	-\$56	-3%

Residential & Condominium

	March, 2021	March, 2020	Difference	% Change
Months Supply of Inventory	0.7	1.1	-0.3	-31%
Active Listings at End of Month	1,062	990	72	7%
Pending Sales MTD	1,441	926	515	56%
Pending Sales (Trailing 12 Months)	13,373	11,596	1,777	15%
Closed Sales MTD	1,115	835	280	34%
Closed Sales (Trailing 12 Months)	11,396	10,079	1,317	13%
Closed Sales Price (Median)	\$750,000	\$725,000	\$25,000	3%
30-Year-Fixed-Rate Mortgage Rates	3.1%	3.5%	-0.4%	-11%
Monthly Payments (P&I)	\$3,194	\$3,235	-\$41	-1%

Seattle (All Areas)
RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2021	Active Listings (EOM)	1,118	1,045	1,062										7%	1,075	AVG	26%
	New Listings Taken in Month	1,063	1,070	1,562										24%	3,695	YTD	24%
	# of Pending Transactions	995	1,079	1,441										56%	3,515	YTD	37%
	Months Supply of Inventory	1.1	1.0	0.7										-31%	0.9	AVG	-6%
	# of Closed Sales	709	831	1,115										34%	2,655	YTD	31%
	Median Closed Price	745,500	710,000	750,000										3%	735,602	WA	6%
2020	Active Listings (EOM)	758	820	990	1,131	1,313	1,440	1,676	1,974	2,124	2,055	1,658	1,169	-30%	856	AVG	-32%
	New Listings Taken in Month	730	994	1,261	921	1,279	1,484	1,695	1,817	1,744	1,521	867	642	-16%	2,985	YTD	-3%
	# of Pending Transactions	743	902	926	681	1,002	1,231	1,304	1,358	1,315	1,204	919	844	-16%	2,571	YTD	1%
	Months Supply of Inventory	1.0	0.9	1.1	1.7	1.3	1.2	1.3	1.5	1.6	1.7	1.8	1.4	-17%	1.0	AVG	-34%
	# of Closed Sales	551	643	835	654	629	901	1,093	1,109	1,189	1,202	992	972	18%	2,029	YTD	13%
	Median Closed Price	670,000	675,000	725,000	751,503	715,000	749,000	750,000	766,000	760,000	750,000	760,000	735,000	4%	690,894	WA	2%
2019	Active Listings (EOM)	1,130	1,215	1,416	1,635	2,077	2,104	1,979	1,833	1,959	1,772	1,310	838	136%	1,254	AVG	154%
	New Listings Taken in Month	877	815	1,391	1,500	1,800	1,456	1,170	1,044	1,274	1,088	595	353	15%	3,083	YTD	13%
	# of Pending Transactions	762	687	1,105	1,182	1,204	1,191	1,081	981	948	1,010	846	582	10%	2,554	YTD	9%
	Months Supply of Inventory	1.5	1.8	1.3	1.4	1.7	1.8	1.8	1.9	2.1	1.8	1.5	1.4	114%	1.5	AVG	135%
	# of Closed Sales	470	611	710	875	1,069	983	990	968	750	859	812	744	-8%	1,791	YTD	0%
	Median Closed Price	640,000	690,000	698,498	707,000	722,000	729,900	700,500	692,500	684,500	715,000	675,000	695,000	-4%	677,151	WA	-5%
2018	Active Listings (EOM)	421	460	600	730	936	1,246	1,365	1,464	1,965	1,954	1,660	1,111	6%	494	AVG	-3%
	New Listings Taken in Month	720	791	1,208	1,191	1,474	1,518	1,269	1,168	1,560	1,223	771	311	3%	2,719	YTD	2%
	# of Pending Transactions	588	745	1,001	1,012	1,203	1,118	970	875	861	879	753	498	-6%	2,334	YTD	-7%
	Months Supply of Inventory	0.7	0.6	0.6	0.7	0.8	1.1	1.4	1.7	2.3	2.2	2.2	2.2	13%	0.6	AVG	4%
	# of Closed Sales	470	545	770	875	1,012	1,019	977	875	668	798	667	627	-11%	1,785	YTD	-11%
	Median Closed Price	700,000	714,000	730,000	750,000	759,500	740,000	735,000	700,000	707,250	706,250	695,000	699,000	16%	714,877	WA	16%
2017	# of Active Listings	486	470	566	606	668	718	796	715	891	810	534	299	-21%	507	A	-23%
	New Listings Taken in Month	721	770	1,169	1,110	1,379	1,381	1,195	1,123	1,274	1,027	698	354	3%	2,660	YTD	-2%
	# of Pending Transactions	662	797	1,063	1,057	1,293	1,274	1,056	1,136	1,065	1,037	874	502	-7%	2,522	YTD	-5%
	Months Supply of Inventory	0.7	0.6	0.5	0.6	0.5	0.6	0.8	0.6	0.8	0.8	0.6	0.6	-14%	0.6	A	-20%
	# of Closed Sales	588	564	862	849	1,076	1,129	1,079	1,083	947	992	889	810	6%	2,014	T	5%
	Median Closed Price	595,000	620,000	630,900	660,000	650,000	685,000	699,000	689,000	675,000	667,450	680,000	679,499	14%	615,667	WA	12%

Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

MARKET UPDATE

March, 2021



Seattle (All Areas) RESIDENTIAL & CONDOMINIUM

		JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	MTD % Change	YTD Summary	TT	YTD % Change
2016	Active Listings (EOM)	613	651	712	864	837	852	994	938	1,173	916	649	438	-11%	659	AVG	-16%
	New Listings Taken in Month	766	866	1,203	1,275	1,332	1,304	1,281	1,153	1,382	923	591	405	6%	2,835	YTD	4%
	# of Pending Transactions	649	867	1,144	1,149	1,367	1,273	1,140	1,205	1,142	1,134	858	584	-6%	2,660	YTD	-7%
	Months Supply of Inventory	0.9	0.8	0.6	0.8	0.6	0.7	0.9	0.8	1.0	0.8	0.8	0.8	-6%	0.8	AVG	
	# of Closed Sales	502	608	813	952	1,027	1,263	1,171	1,169	1,074	1,009	959	853	5%	1,923	YTD	5%
	Median Closed Price	538,500	554,225	552,000	564,300	579,000	585,000	599,000	599,000	580,000	575,000	575,000	600,000	13%	548,330	WA	18%
2015	Active Listings (EOM)	755	797	803	854	898	873	890	915	1,004	933	663	438	-23%	785	AVG	-24%
	New Listings Taken in Month	754	838	1,130	1,356	1,331	1,265	1,201	1,114	1,184	961	599	379	3%	2,722	YTD	-4%
	# of Pending Transactions	783	855	1,214	1,424	1,336	1,336	1,204	1,102	1,106	1,021	840	520	13%	2,852	YTD	6%
	Months Supply of Inventory	1.0	0.9	0.7	0.6	0.7	0.7	0.7	0.8	0.9	0.9	0.8	0.8	-32%	0.9	AVG	-27%
	# of Closed Sales	510	539	775	958	1,099	1,181	1,189	1,011	968	959	691	811	-1%	1,824	YTD	0%
	Median Closed Price	464,000	442,500	489,950	494,000	499,999	516,000	517,500	536,000	507,500	493,000	515,000	550,000	18%	466,292	WA	10%
2014	Active Listings (EOM)	1,026	1,036	1,044	1,169	1,382	1,429	1,492	1,363	1,478	1,312	1,041	749	-2%	1,035	AVG	1%
	New Listings Taken in Month	862	871	1,097	1,243	1,455	1,322	1,267	1,014	1,260	1,024	605	381	-1%	2,830	YTD	3%
	# of Pending Transactions	764	859	1,079	1,127	1,214	1,221	1,131	1,093	1,071	1,071	804	585	-3%	2,702	YTD	-1%
	Months Supply of Inventory	1.3	1.2	1.0	1.0	1.1	1.2	1.3	1.2	1.4	1.2	1.3	1.3	1%	1.2	AVG	2%
	# of Closed Sales	510	525	783	829	961	1,008	1,006	914	877	940	742	788	8%	1,818	YTD	3%
	Median Closed Price	423,500	427,000	416,000	426,000	449,250	450,000	470,000	435,000	452,000	458,725	447,475	459,500	2%	422,217	WA	10%
2013	Active Listings (EOM)	978	1,040	1,069	1,146	1,389	1,511	1,581	1,671	1,709	1,567	1,239	960	-37%	1,029	AVG	-41%
	New Listings Taken in Month	756	886	1,108	1,202	1,389	1,350	1,248	1,167	1,207	1,005	616	393	3%	2,750	YTD	3%
	# of Pending Transactions	748	877	1,111	1,134	1,190	1,208	1,197	1,070	1,062	1,066	811	549	4%	2,736	YTD	5%
	Months Supply of Inventory	1.3	1.2	1.0	1.0	1.2	1.3	1.3	1.6	1.6	1.5	1.5	1.7	-40%	1.2	AVG	-46%
	# of Closed Sales	521	512	726	836	1,015	967	1,054	1,032	856	917	724	708	18%	1,759	YTD	18%
	Median Closed Price	356,000	377,500	409,850	409,250	415,000	420,000	430,000	425,000	419,925	429,900	424,500	420,000	14%	382,402	WA	14%
2012	Active Listings (EOM)	1,832	1,730	1,709	1,722	1,733	1,773	1,718	1,664	1,781	1,510	1,257	966	-38%	1,757	AVG	-36%
	New Listings Taken in Month	758	836	1,076	1,064	1,098	1,051	932	908	1,085	818	585	340	-8%	2,670	YTD	-17%
	# of Pending Transactions	641	891	1,071	1,069	1,097	996	927	922	888	982	746	525	15%	2,603	YTD	13%
	Months Supply of Inventory	2.9	1.9	1.6	1.6	1.6	1.8	1.9	1.8	2.0	1.5	1.7	1.8	-47%	2.1	AVG	-42%
	# of Closed Sales	433	444	617	706	836	891	794	780	705	758	723	606	-2%	1,494	YTD	5%
	Median Closed Price	318,000	329,250	359,500	392,750	393,000	392,000	382,750	380,000	370,000	375,000	392,000	395,000	1%	336,498	WA	-6%
2011	Active Listings (EOM)	2,711	2,799	2,775	2,954	2,927	2,999	2,931	2,801	2,788	2,561	2,256	1,826	-24%	2,762	AVG	-17%
	New Listings Taken in Month	1,070	957	1,173	1,254	1,134	1,211	1,025	940	1,061	826	653	426	-32%	3,200	YTD	-29%
	# of Pending Transactions	635	731	928	884	944	880	813	849	748	776	683	579	-16%	2,294	YTD	-11%
	Months Supply of Inventory	4.3	3.8	3.0	3.3	3.1	3.4	3.6	3.3	3.7	3.3	3.3	3.2	-9%	3.7	AVG	-7%
	# of Closed Sales	394	403	630	625	673	765	640	684	593	571	540	560	-11%	1,427	YTD	-10%
	Median Closed Price	363,500	347,500	357,500	361,000	365,000	353,500	365,000	350,050	362,000	343,000	325,000	339,000	-1%	356,289	WA	-5%

Created by Windermere Real Estate/East Inc. using NWMLS data, but information was not verified or published by NWMLS.

AVG = Average, YTD = Year to Date, WA = Weighted Average, T = Total

Seattle (All Areas)
RESIDENTIAL & CONDOMINIUM

MONTHLY AVERAGES BASED ON HISTORICAL DATA |

2011 - 2020

	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC	Annual Totals	T
Active Listings (EOM)	1,071	1,102	1,168	1,281	1,416	1,495	1,542	1,534	1,687	1,539	1,227	879	1,328	AVG
% of 12 Month Avg.	81%	83%	88%	96%	107%	113%	116%	115%	127%	116%	92%	66%		
New Listings Taken in Month	801	862	1,182	1,212	1,367	1,334	1,228	1,145	1,303	1,042	658	398	12,533	T
% of 12 Month Avg.	77%	83%	113%	116%	131%	128%	118%	110%	125%	100%	63%	38%		
# of Pending Transactions	698	821	1,064	1,072	1,185	1,173	1,082	1,059	1,021	1,018	813	577	11,583	T
% of 12 Month Avg.	72%	85%	110%	111%	123%	122%	112%	110%	106%	105%	84%	60%		
Months Supply of Inventory	1.5	1.3	1.1	1.2	1.2	1.3	1.4	1.4	1.7	1.5	1.5	1.5	1.4	AVG
% of 12 Month Avg.	110%	96%	79%	86%	86%	92%	102%	104%	119%	109%	108%	109%		
# of Closed Units	495	539	752	816	940	1,011	999	963	863	901	774	748	9,800	T
% of 12 Month Avg.	61%	66%	92%	100%	115%	124%	122%	118%	106%	110%	95%	92%		
Median Closed Price	506,850	517,698	536,920	551,580	554,775	562,040	564,875	557,255	551,818	551,333	548,898	557,200	546,770	AVG
% of 12 Month Avg.	93%	95%	98%	101%	101%	103%	103%	102%	101%	101%	100%	102%		

Seattle (All Areas)
RESIDENTIAL & CONDOMINIUM
Closed Sales by Price by Month
2021

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	2	5	7										14
\$250,000 to \$499,999	114	131	158										403
\$500,000 to \$749,999	241	312	390										943
\$750,000 to \$999,999	200	200	278										678
\$1,000,000 to \$1,499,999	100	114	170										384
\$1,500,000 to \$2,499,999	38	48	85										171
\$2,500,000 and above	13	12	21										46
Grand Total	708	822	1,109										2,639

2020

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	8	0	4	1	4	3	4	3	4	5	5	2	12
\$250,000 to \$499,999	118	152	151	113	103	139	179	155	177	178	139	169	421
\$500,000 to \$749,999	207	259	283	208	233	313	355	371	394	416	331	336	749
\$750,000 to \$999,999	116	126	207	178	166	233	273	281	331	332	257	252	449
\$1,000,000 to \$1,499,999	64	73	117	104	79	130	196	199	169	177	158	143	254
\$1,500,000 to \$2,499,999	28	26	62	42	35	68	72	79	95	74	73	53	116
\$2,500,000 and above	6	3	8	7	8	15	10	18	19	21	13	16	17
Grand Total	547	639	832	653	628	901	1,089	1,106	1,189	1,203	976	971	2,018

YOY % CHANGE

SALES PRICE	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEPT	OCT	NOV	DEC	YTD
\$0 to \$249,999	-75%	N/A	75%										17%
\$250,000 to \$499,999	-3%	-14%	5%										-4%
\$500,000 to \$749,999	16%	20%	38%										26%
\$750,000 to \$999,999	72%	59%	34%										51%
\$1,000,000 to \$1,499,999	56%	56%	45%										51%
\$1,500,000 to \$2,499,999	36%	85%	37%										47%
\$2,500,000 and above	117%	300%	162%										171%
Grand Total	29%	29%	33%										31%